



ASSOCIATION OF THE UNITED STATES ARMY SYMPOSIUM



Revolution in Business Affairs: ***“Acquisition and Logistics Working Together”***

31 August 1999

**IN COOPERATION WITH THE
OFFICE OF THE ASSISTANT SECRETARY OF THE ARMY
(Acquisition, Logistics and Technology)**

**FAIRVIEW PARK MARRIOTT
FALLS CHURCH, VA**



1999 - 2000 AUSA Industry Affairs Events

(All dates and locations are tentative and subject to change.)

Mark your calendars now and plan to attend and exhibit at these exciting events.

1999

- | | |
|-------------------|---|
| Sept 14-18 | DSEi 99 , AUSA Pavilion, Chertsy, United Kingdom |
| Oct 11-13 | AUSA Annual Meeting , Washington, DC |
| Dec 1-3 | AUSA Space and Missile Defense Symposium and Exhibition
El Paso, TX |

2000

- | | |
|-------------------|---|
| Jan 10-12 | AUSA Aviation Symposium and Exhibition
Fairview Park Marriott, Falls Church, VA |
| Feb 16-18 | AUSA Winter Symposium and Exhibition , Ft. Lauderdale, FL |
| Mar 5-9 | TRIDEX 2000 , U.S. Pavilion, Abu Dhabi, UAE |
| Apr 17-19 | AUSA ARSOF Symposium and Exhibition , Pinehurst, NC |
| May TBD | Battlefield Visualization Symposium , Falls Church, VA |
| June 19-23 | Eurosatory 2000 , U.S. Pavilion, Paris, Le Bourget |
| Oct 16-18 | AUSA Annual Meeting , Washington, DC |
| Dec TBD | AUSA Space and Missile Defense Symposium and Exhibition
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31 August 1999
Fairview Park Marriott, Falls Church, VA

OBJECTIVE AND SCOPE

The Association of the United States Army (AUSA) will sponsor, and the Office of the Assistant Secretary of the Army (Acquisition, Logistics and Technology) will support an unclassified symposium for interested members of industry and the Department of Defense (DoD) titled **Revolution in Business Affairs: “Acquisition and Logistics Working Together,”** 31 August 1999, at the Fairview Park Marriott, Falls Church, Virginia.

The purpose of this symposium is to provide a medium for dialogue among industry and Department of Defense executives on optimizing the gains of the revolution in acquisition and logistics. The improvements have been dramatic, however the implementation of reforms must continue. The improvements in Information Technology, for instance, have been revolutionary, but major new developments such as the Standard Procurement System are only now beginning the operational fielding phase. The principal objectives are to reduce acquisition cycle times, maintain a competitive edge on new technology, and produce operations and support cost savings for reinvestment into modernization programs. Continuing successes in the Business Revolution will provide the funding base for the Revolution in Military Affairs.

Industry and defense executives will provide presentations and an open forum to address the overall theme of “Acquisition and Logistics Working Together.” Presentations will explore the subjects of reducing support and infrastructure requirements and costs, reengineering logistics, reorganization of acquisition and logistics, civil and military integration, the revolution in procurement affairs, continuing acquisition reform, and battlefield acquisition. Open forums will provide opportunities for attendees to gain insight on these and other subjects of current and continuing concern.

This symposium will provide a unique opportunity for senior industry managers to interact with the most senior military and civilian leaders involved in reorganizing and optimizing the business revolution.



**ASSOCIATION OF THE UNITED STATES ARMY
SYMPOSIUM**

**Revolution in Business Affairs:
“Acquisition and Logistics Working Together”**

31 August 1999

Fairview Park Marriott
Falls Church, Virginia

NOTE: All Participants/Speakers are on an invited basis only and subject to change.

0700-0800	REGISTRATION AND CONTINENTAL BREAKFAST
0800-0810	<i>INTRODUCTION</i> GEN Gordon R. Sullivan United States Army Retired President, Association of the United States Army
0810-0830	<i>WELCOME</i> The Honorable Paul J. Hoyer Assistant Secretary of the Army (Acquisition, Logistics and Technology)
0830-0900	<i>“The DoD Logistics Revolution - Making it Happen”</i> LTG Henry T. Glisson Director, Defense Logistics Agency
0900-0930	<i>“The Logistics Role in the Business Revolution”</i> GEN John G. Coburn Commanding General, United States Army Materiel Command
0930-1000	COFFEE BREAK
1000-1030	<i>“The New Logistics Perspective for the Army”</i> LTG Charles S. Mahan, Jr. (Nominee) Deputy Chief of Staff for Logistics, United States Army
1030-1050	<i>“Acquisition Reform - How Far We Have Come”</i> Dr. Kenneth J. Oscar Deputy Assistant Secretary of the Army (Procurement)
1050-1110	<i>“Contractors on the Battlefield”</i> LTG Paul J. Kern Military Deputy/Director, Army Acquisition Corps, Office of the Assistant Secretary of the Army (Acquisition, Logistics and Technology)



1110-1130 OPEN FORUM FOR QUESTIONS AND ANSWERS

1130-1300 LUNCH

SPEAKER & GUEST OF HONOR

The Honorable Jacques S. Gansler

Under Secretary of Defense for Acquisition and Technology

1300-1430 INDUSTRY PANEL PRESENTATIONS AND DISCUSSION

“Current and Future Impacts of the Revolution in Business Affairs”

Chairman:

Donald S. Pihl

Vice President, Business Acquisition, General Dynamics Land Systems

Dan R. Bannister

Chairman of the Board, Dyncorp

Stephen K. Conver

Vice President, Business Development/Electronics Sector, Lockheed Martin Corporation

William Mogan

Vice President, Marketing, Talley Defense Systems Inc.

Verle B. Hammond

President and Chief Executive Officer, Innovative Logistics Techniques, Inc.

1430-1500 COFFEE BREAK

1500-1530 *KEYNOTE SPEAKER*

GEN John M. Keane (Nominee)

Vice Chief of Staff, United States Army

1530-1600 OPEN FORUM FOR QUESTIONS AND ANSWERS

1600 DEPARTURE



GENERAL INFORMATION

Eligibility: The Acquisition Symposium is for employees or consultants of AUSA Sustaining Member companies, government personnel and invited guests.

Registration: Registration fee per individual is \$400 for Sustaining Members and \$250 for government personnel. The fee will increase to \$450 and \$300, respectively, after COB 17 August 1999. Advance registration is required. Applications with payment will be accepted on a first-come, first-served basis. We accept checks, American Express, VISA or MasterCard. Please **DO NOT** send the application without payment – we will be unable to reserve space until payment is received. Once your registration and payment are processed, a receipt will be mailed to you. There will be a limit of 250 attendees. *For questions concerning registration call or email Cynthia Strange at (703)907-2417 or cstrange@ausa.org.*

Lodging: Accommodations for this symposium have been arranged at the **Fairview Park Marriott**, 3111 Fairview Park Drive, Falls Church, VA 22042. Reservations can be made by telephoning the hotel **directly at (703) 849-9400 or (800) 228-9290**. Based upon availability, the room rate for this symposium is:

Single/Double = \$126.00 tax inclusive. This is within the military per diem for the Washington DC Metro area.

Reservations must be made by **Monday, August 9, 1999** to receive this rate. After August 9th, reservations will be accepted on a space and rate available basis only. The check-in time is 4:00 PM and check-out time is 12:00 Noon. The hotel will accommodate any early arrival on a space available basis. ***In order to receive the special conference rate, when making reservations, you must mention that you will be attending the AUSA Symposium.*** *For questions concerning lodging call or email Diane FitzGerald at (703)907-2661 or dfitzgerald@ausa.org.*

Dress: Military Class A uniform, or business suit for civilian attendees.

Messages: The message number will be published in the revised agenda.

Americans With Disabilities Act (ADA): Registrants with special needs who participate in our symposia will be accommodated to the fullest extent possible. If you need special arrangements, please advise us at the time you register.

Inquiries: Questions concerning the content of this symposium should be addressed to the following:

AUSA, Industry Affairs
ATTN: Michael Dingman
2425 Wilson Boulevard, Arlington, VA 22201-3326
Telephone: (703) 907-2401, Fax: (703) 243-2589, E-mail: mdingman@ausa.org

For DoD Personnel: “The Department of Defense finds this event meets the minimum regulatory standards for attendance by DoD employees. This finding does not constitute a blanket approval or endorsement for attendance. Individual DoD Component commands or organizations are responsible for approving attendance of its DoD employees based on mission requirements and DoD regulations.”



REGISTRATION FORM
AUSA ACQUISITION REFORM SYMPOSIUM
31 AUGUST 1999 ♦ FALLS CHURCH, VA

Name: (including rank) _____

Name on Badge: _____

Organization: _____

Position/Title: _____

Address: _____

City: _____ State: _____ Zip: _____

Telephone: _____ Fax: _____

E-mail Address: _____

PAYMENT

Registration Fees:

Payment received:	By 17 Aug	After 17 Aug
AUSA Sustaining Member:	\$400.00	\$450.00
Government Personnel:	\$250.00	\$300.00

Card Number _____ Exp. Date _____

Cardholder's signature _____

Cancellations: Refunds will be made for those registrants who ***cancel in writing prior to COB 24 August 1999***. Substitutions may be made by faxing the name, title address and phone number of the replacement, along with the original registrant's name, to (703) 243-2589. On-site substitutions will be accepted with proper documentation. **No refunds for cancellation after 24 August 1999.**

Fax with credit card number to (703) 243-2589 or mail with check payable to:
Association of the United States Army (AUSA)
ATTN: Cynthia Strange
2425 Wilson Boulevard, Arlington, VA 22201-3326
(703) 907-2417



AUSA: Bonding the Industry - Army Partnership

PLAN NOW TO ATTEND AND EXHIBIT AT THE

1999 AUSA ANNUAL MEETING *America's Army: Grounded in History - Focused on the Future*

11 - 13 October 1999

MARRIOTT WARDMAN PARK & OMNI SHOREHAM HOTELS
WASHINGTON, DC

Join AUSA at these International Events!

DSEi '99

14-17 September 1999
Chertsey, United Kingdom

Eurosatory 2000

19-23 June 2000
Paris - Le Bourget

TRIDEX

5-9 March 2000
Abu Dhabi, UAE

IDEX

19-23 March 2001
Abu Dhabi, UAE

For More Information on AUSA International Pavilions call
TEL: (703)527-8000 ♦ FAX: (703)527-8006
E-mail: micexpos@aol.com

This brochure is a product of the Industry Affairs Directorate

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